

# **FISCAL YEAR 2020-21 BUDGET WORK SESSION**

June 9, 2020

# **FY 2020-21 BUDGET WORK SESSION: June 9, 2020**

## **Economic Indicators Update**

### **Follow Up / Review from June 1 Work Session**

- General Fund (property tax, sales tax, and other)
- Guilford County Schools Funding Recommendations & Comps.
- Fire District Budgets & Tax Rates
- Capital Improvement (planned projects)
- Economic Development Agency Funding & Incentives
- New Positions

## **ABC Bottle Tax – Planned Use**

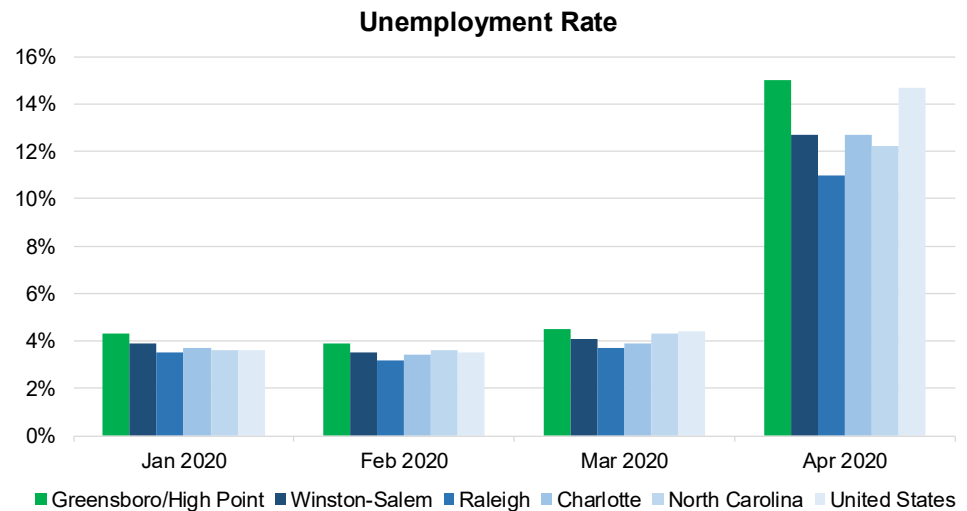
## **Proposed Budget Ordinance Changes & Staff Changes to Budget**

## **Department Director Comments**

# ECONOMIC INDICATORS UPDATE

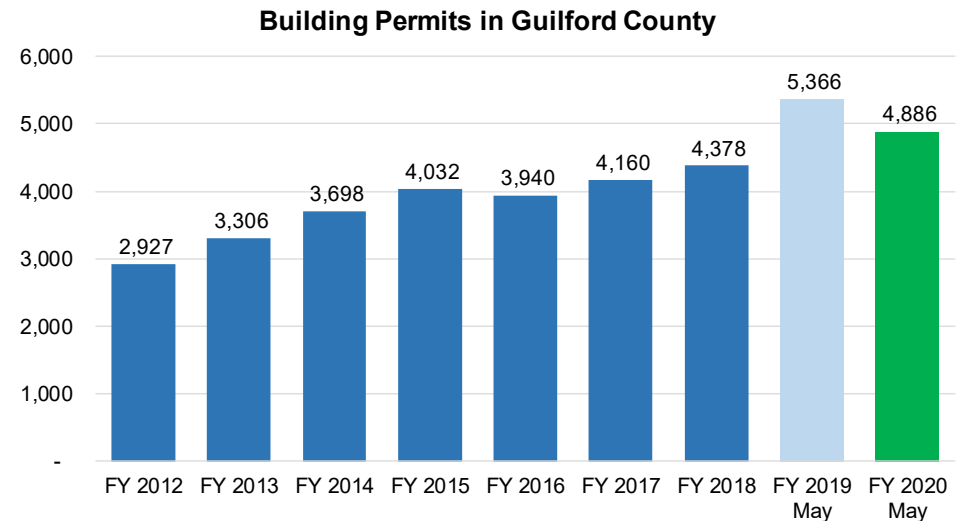
## Unemployment\*

	Jan 2020	Feb 2020	Mar 2020	Apr 2020
Greensboro/ High Point	4.3%	3.9%	4.5%	15.0%
Winston-Salem	3.9%	3.5%	4.1%	12.7%
Raleigh	3.5%	3.2%	3.7%	11.0%
Charlotte	3.7%	3.4%	3.9%	12.7%
North Carolina	3.6%	3.6%	4.3%	12.2%
United States	3.6%	3.5%	4.4%	14.7%



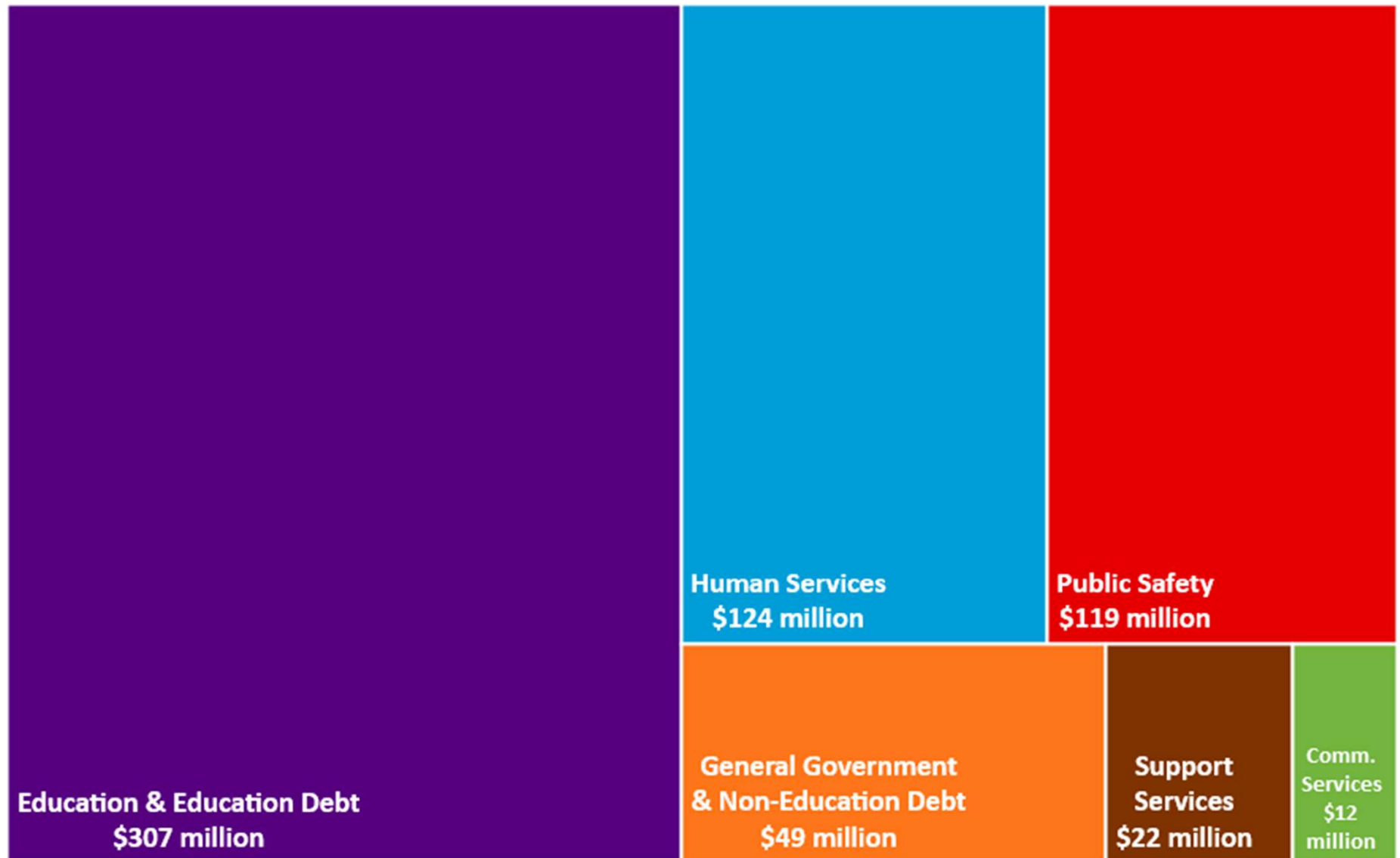
## Building Permits

	Jun-May	Annual
FY 2016	3,558	3,940
FY 2017	3,789	4,160
FY 2018	3,986	4,378
FY 2019	5,366	5,902
FY 2020 YTD	4,886	

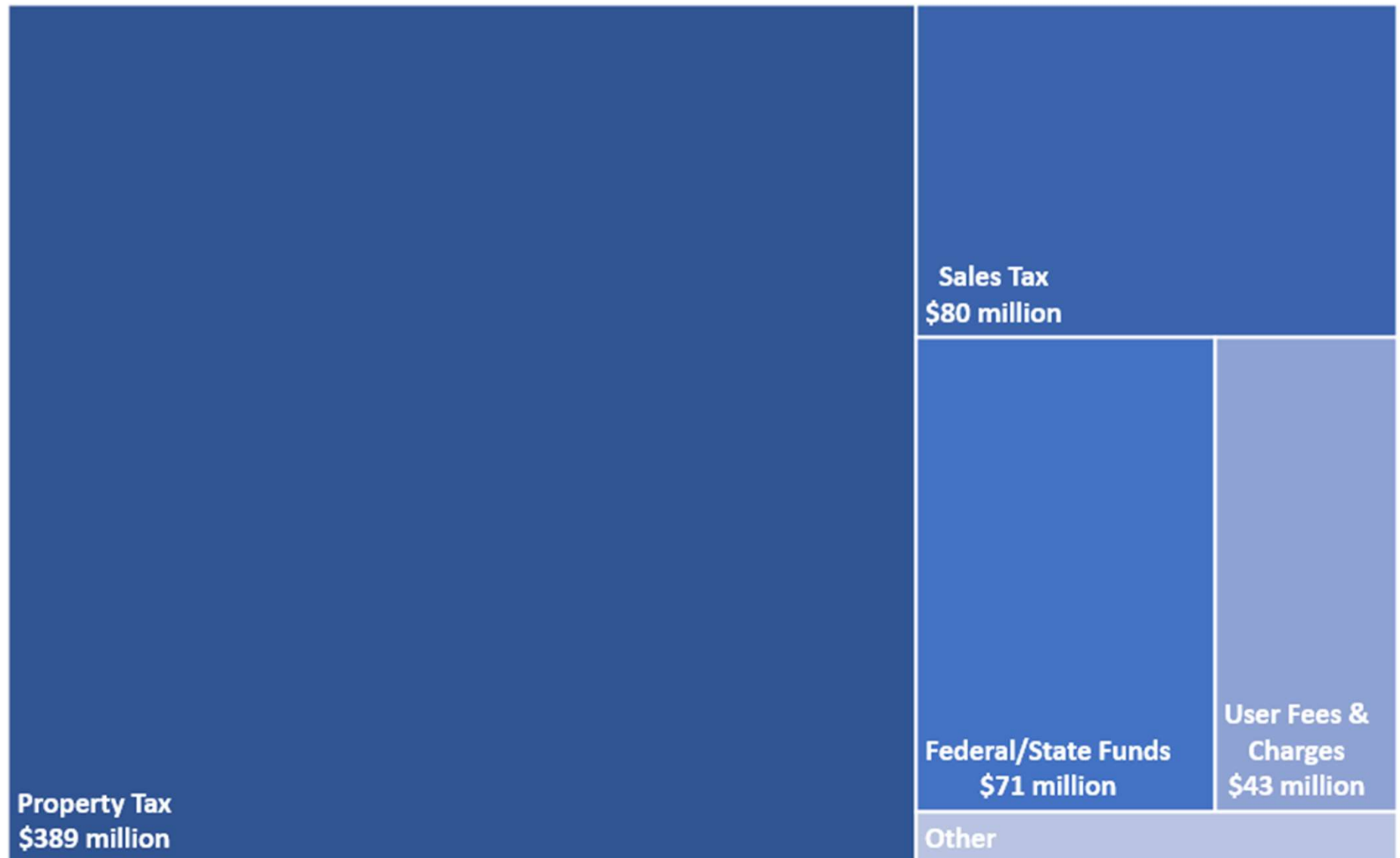


\*Source: US Bureau of Labor Statistics as of June 8, 2020

# GENERAL FUND: What are we doing?



# GENERAL FUND: How are we paying for it?



# REVENUES: Property Tax

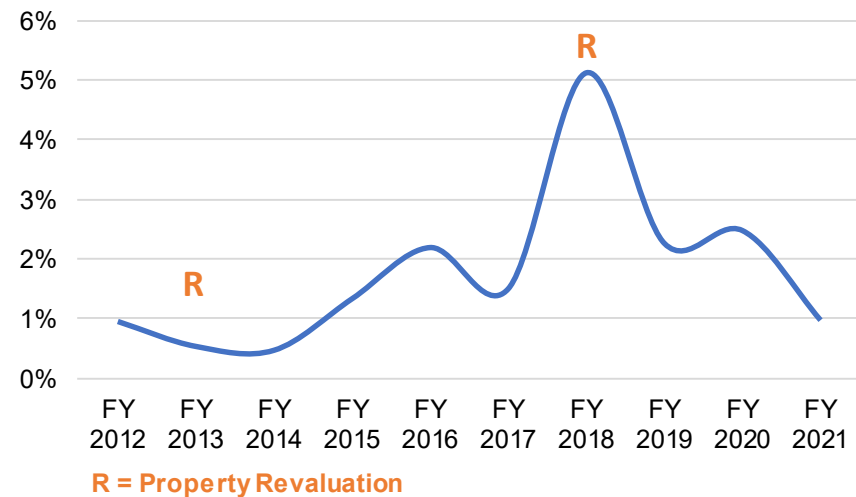
## In the budget:

- Same tax rate: 73.05 cents
- \$389 million in revenue
- \$53.5 billion in value (+0.98%)

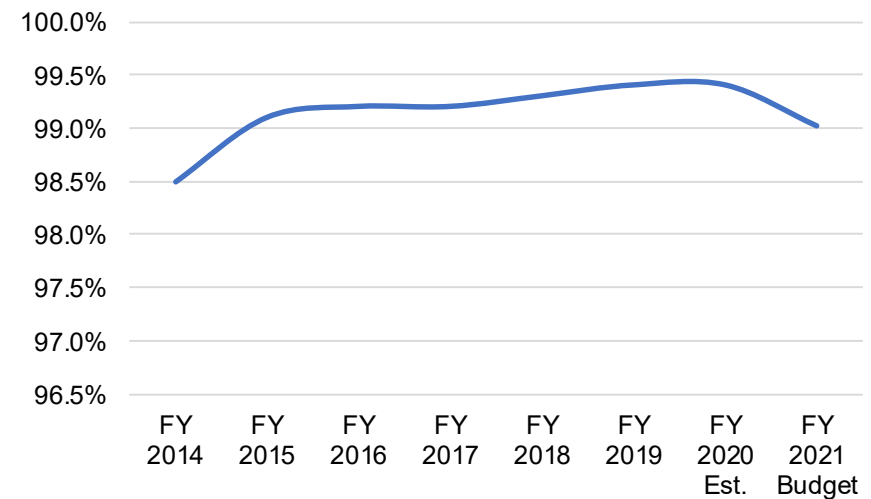
## COVID Impact:

- Real property reduced \$2.3 million with more conservative valuation estimates
- Motor vehicles reduced \$3.2 million [based on recovery curve](#)

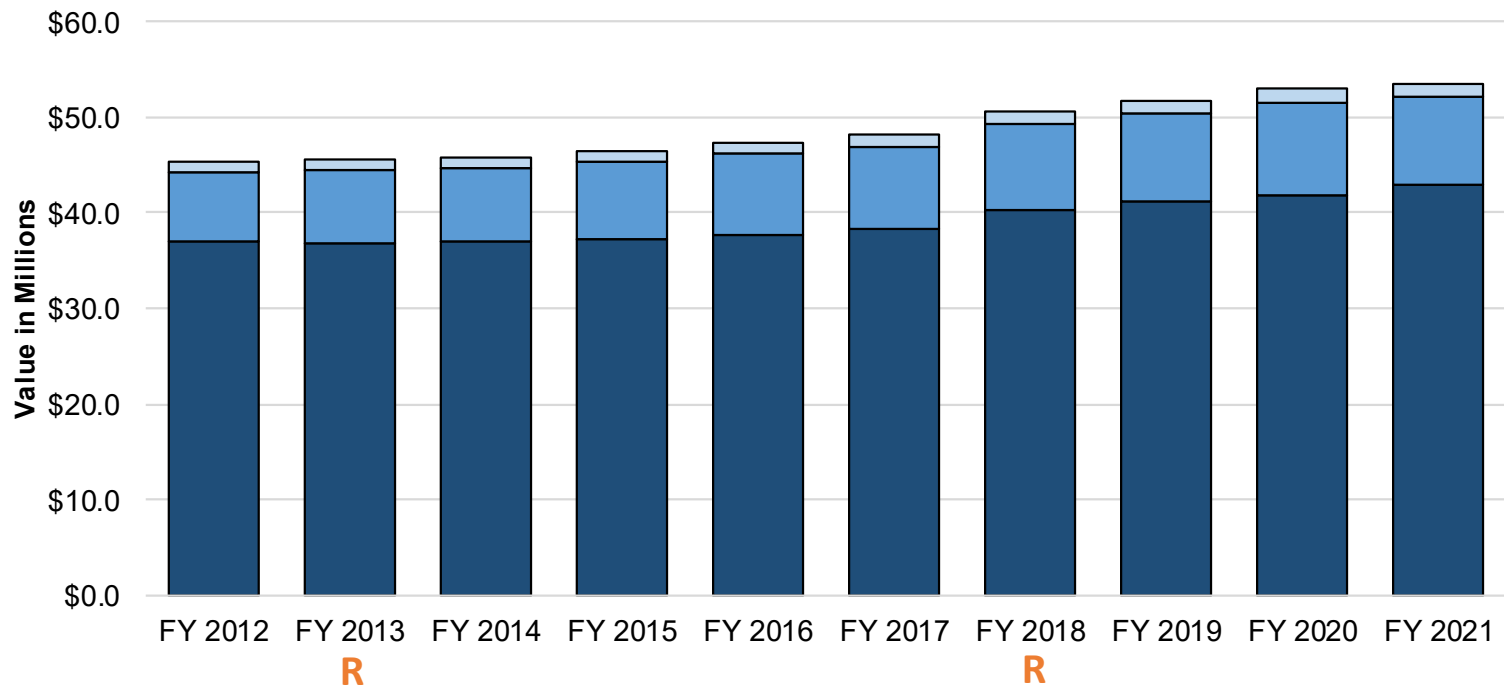
% Change in Tax Base



Collection Rate

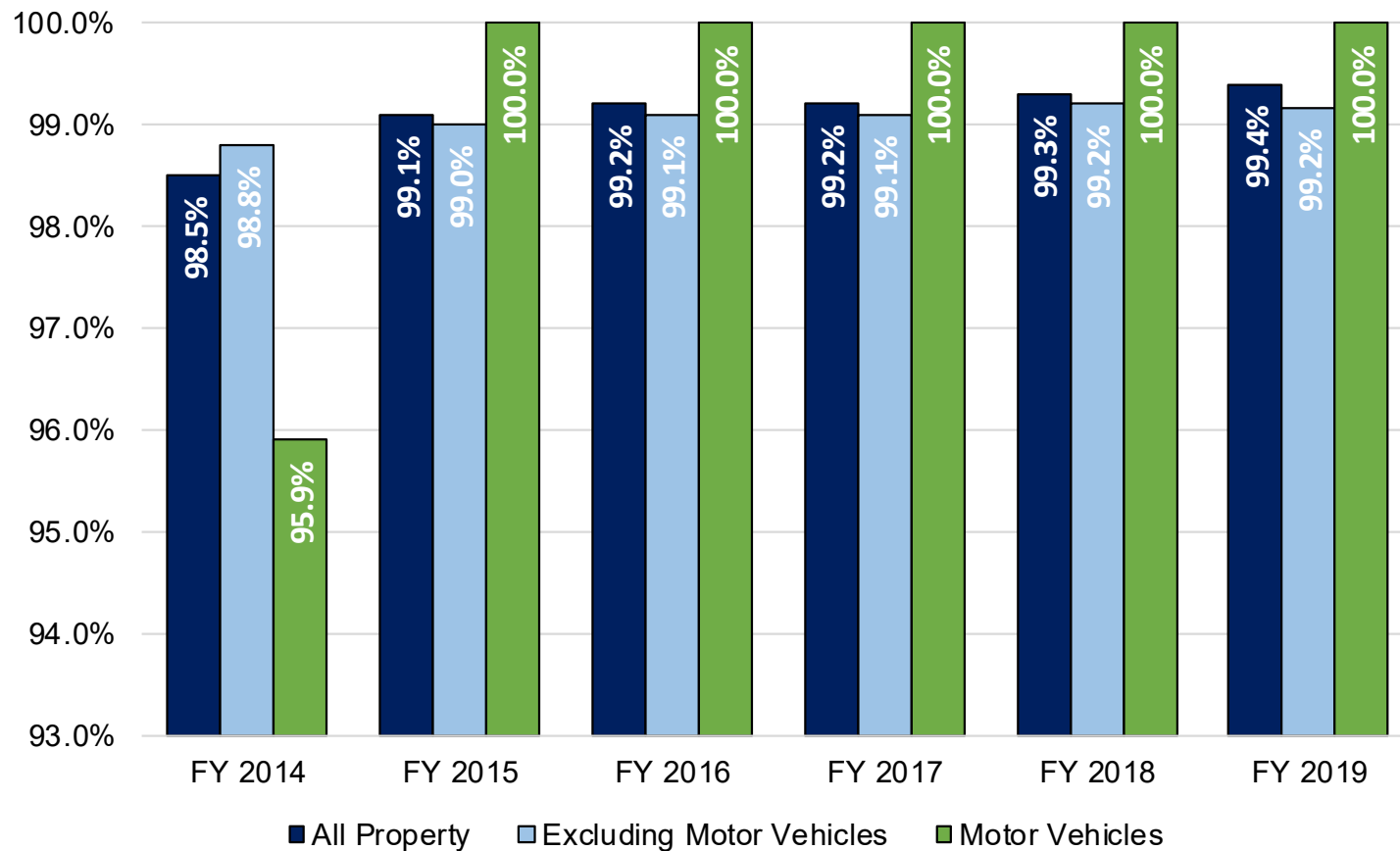


# REVENUES: Property Tax Base



Taxable Real Property	\$	37.1	\$	36.9	\$	36.9	\$	37.3	\$	37.7	\$	38.2	\$	40.3	\$	41.2	\$	41.9	\$	42.8
Personal Property & Motor Vehicles	\$	7.2	\$	7.6	\$	7.7	\$	8.0	\$	8.5	\$	8.6	\$	9.0	\$	9.2	\$	9.7	\$	9.2
Public Service Property	\$	1.0	\$	1.1	\$	1.1	\$	1.1	\$	1.2	\$	1.2	\$	1.3	\$	1.3	\$	1.4	\$	1.4
Total	\$	45.3	\$	45.5	\$	45.8	\$	46.4	\$	47.4	\$	48.1	\$	50.5	\$	51.7	\$	53.0	\$	53.5

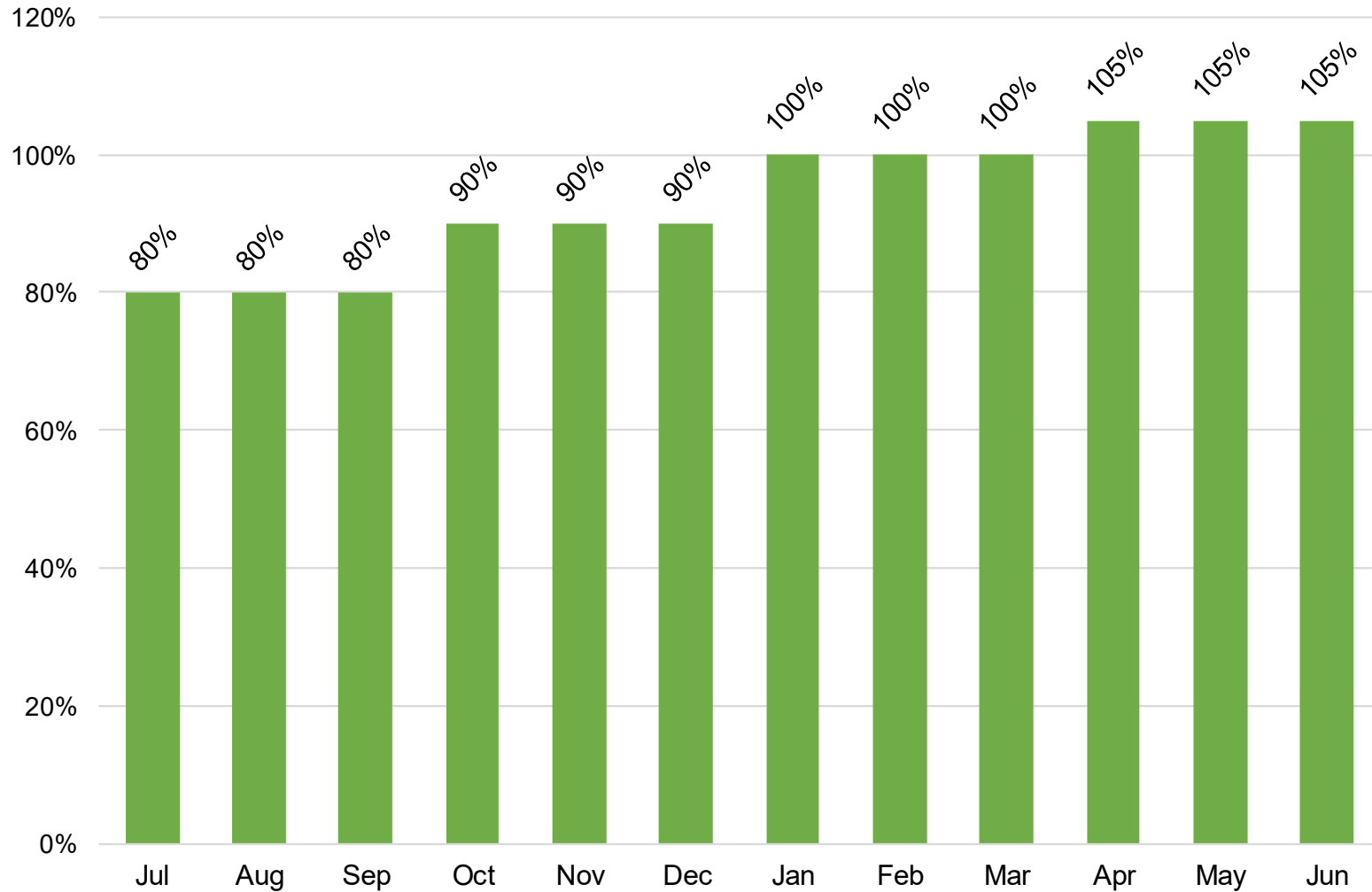
# REVENUES: Property Tax Collection Rate





# REVENUES: Property Tax Revenue Projection

Motor Vehicle "Recovery Curve"



# REVENUES: Property Tax Revenue Projection

	<b>FY 2020 Adopted</b>	<b>FY 2021 Pre-COVID</b>	<b>FY 2021 Recomm</b>	<b>vs. FY2020</b>	
<b>Total Property Base (in billions)</b>	<b>\$ 52.6</b>	<b>\$ 54.5</b>	<b>\$ 53.5</b>	<b>\$ 0.9</b>	<b>2%</b>
<b>Collection Rate</b>					
Real & Personal	96.3%	98.0%	98.0%	1.8%	2%
Certified	100.0%	100.0%	100.0%	0.0%	0%
Motor Vehicles	100.0%	100.0%	100.0%	0.0%	0%
<b>Blended</b>	<b>98.4%</b>	<b>99.0%</b>	<b>99.0%</b>	<b>0.6%</b>	<b>1%</b>
<b>Revenues (in millions)</b>					
Real, Personal & Certified	\$ 345.9	\$ 357.7	\$ 355.4	\$ 9.5	3%
Motor Vehicles	\$ 32.4	\$ 34.5	\$ 31.3	\$ (1.1)	-3%
Prior Year Taxes	\$ 2.6	\$ 2.5	\$ 2.5	\$ (0.0)	-1%
<b>Total</b>	<b>\$ 380.9</b>	<b>\$ 394.7</b>	<b>\$ 389.2</b>	<b>\$ 8.4</b>	<b>2%</b>

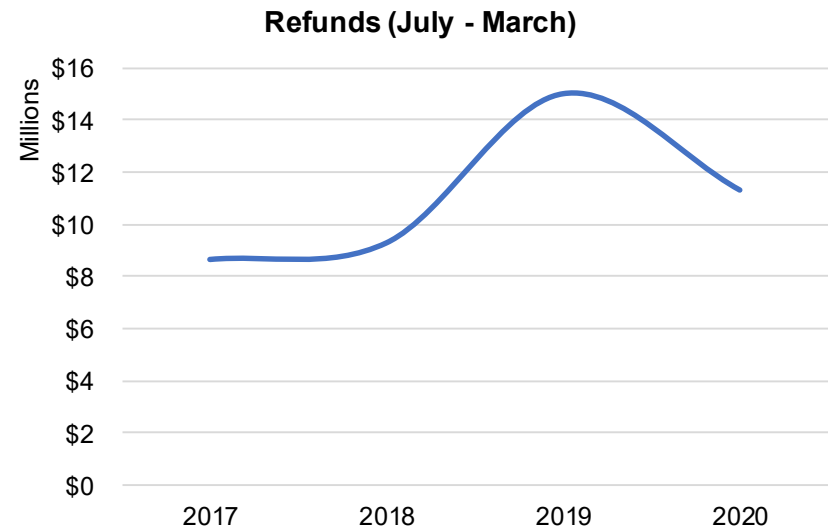
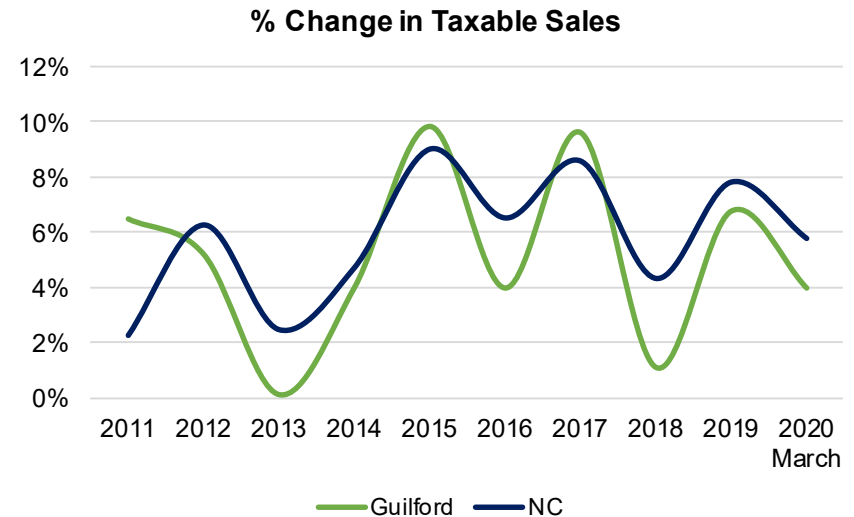
# REVENUES: Sales Tax

## In the budget:

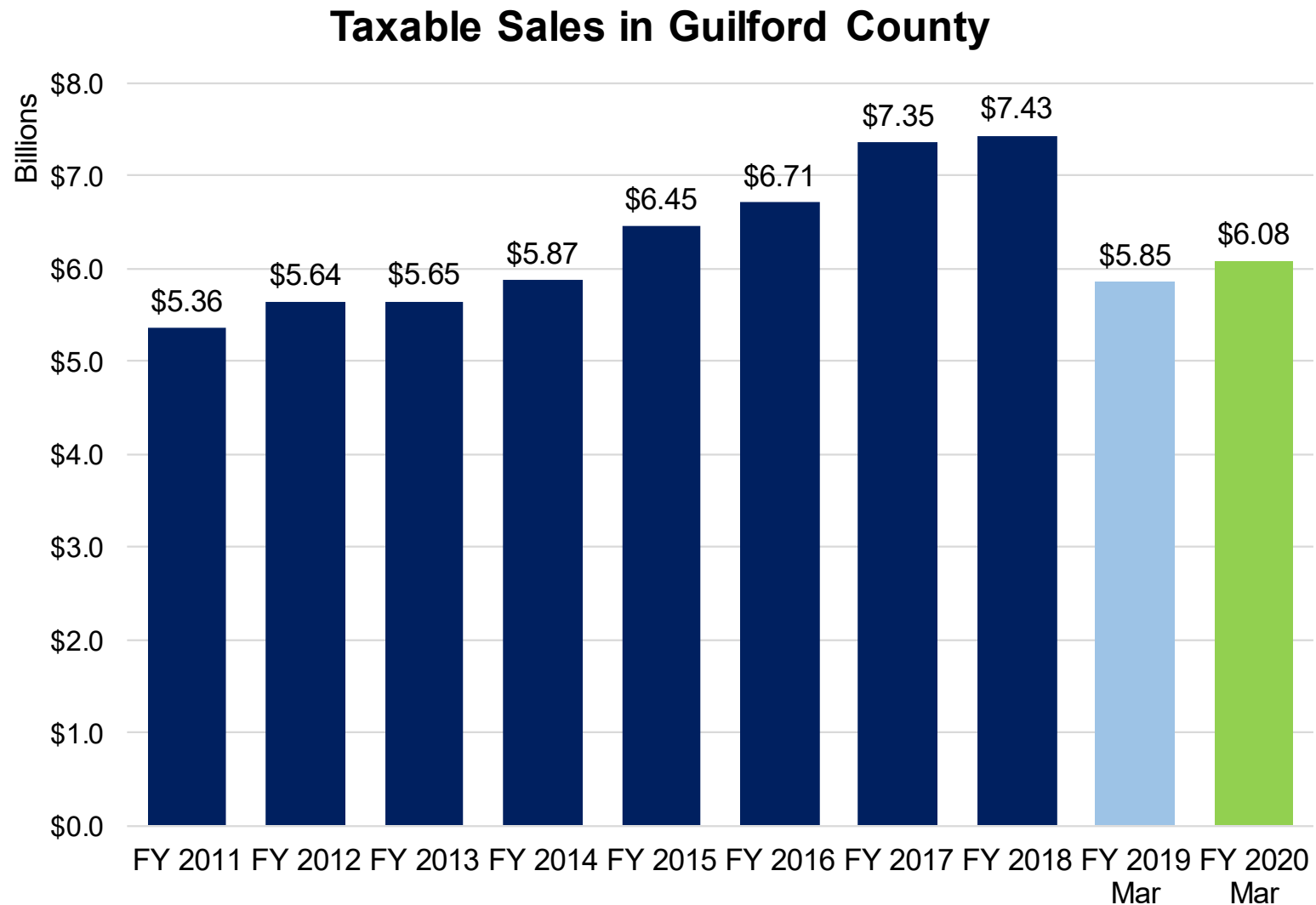
- \$80 million
- Somewhat dependent on refunds – fewer in FY 2020 YTD than FY 2019

## COVID Impact:

- Sales tax reduced \$16 million because of lower retail activity & general economic halt
- Revenue impact **based on recovery curve with most loss early in year**

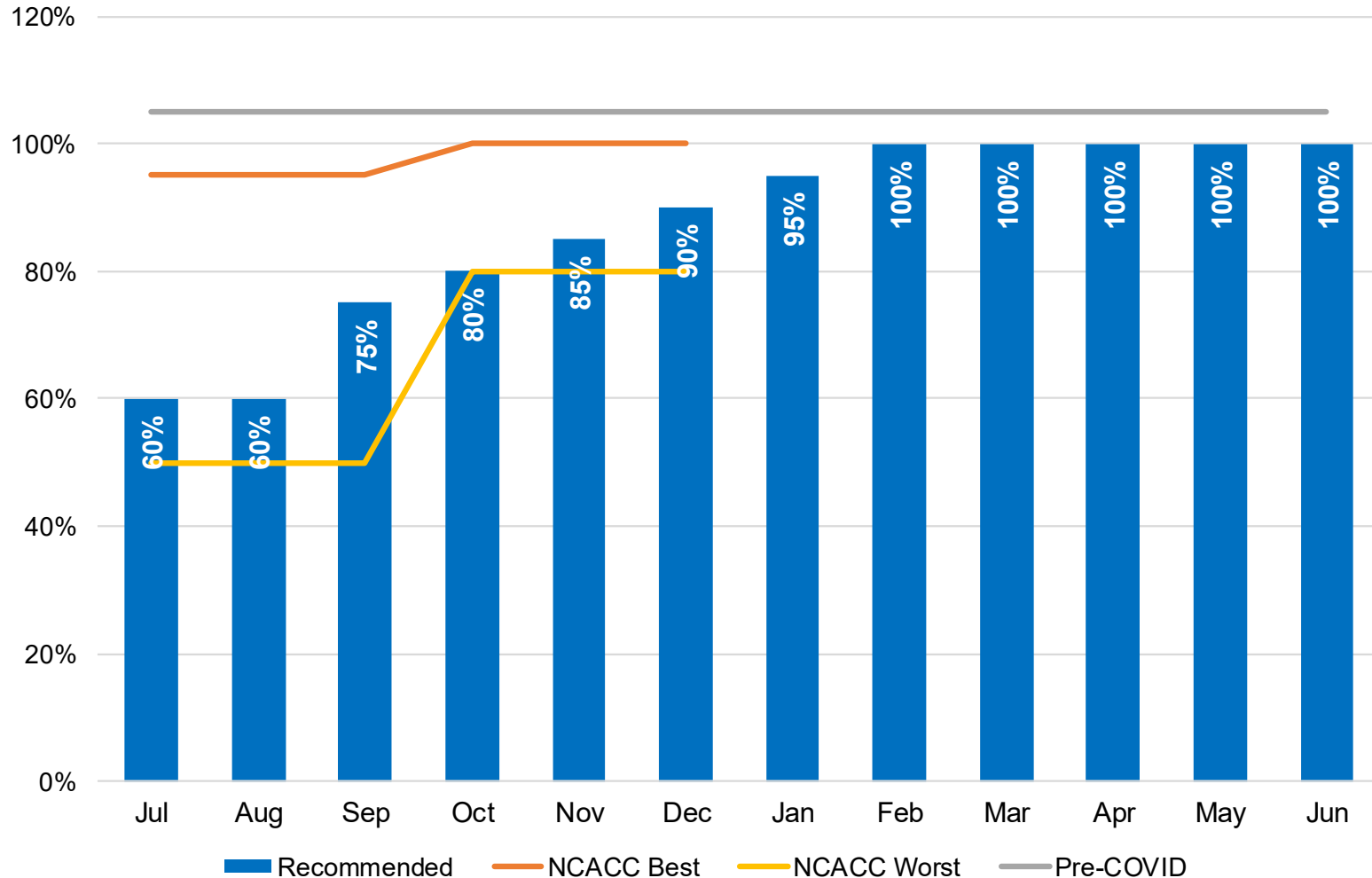


# REVENUES: Taxable Sales in Guilford County



# REVENUES: Sales Tax & Other Revenues Projection

Sales Tax & Other Revenues "Recovery Curve"



# SALES TAX REVENUE COMPARISON

County	FY 2020 Adopted	FY 2021 Recomm.	vs. FY2020	
Buncombe County	\$ 33,533,237	\$ 30,068,224	\$ (3,465,013)	-10.3%
Cumberland County	\$ 43,327,484	\$ 41,542,711	\$ (1,784,773)	-4.1%
Durham County	\$ 87,371,000	\$ 83,439,212	\$ (3,931,788)	-4.5%
Forsyth County	\$ 71,478,152	\$ 71,478,152	\$ -	0.0%
Gaston County	\$ 30,820,000	\$ 26,882,719	\$ (3,937,281)	-12.8%
Guilford County	\$ 91,000,000	\$ 80,000,000	\$ (11,000,000)	-12.1%
Mecklenburg County	\$ 328,896,094	\$ 320,405,502	\$ (8,490,592)	-2.6%
New Hanover County	\$ 76,829,866	\$ 79,918,172	\$ 3,088,306	4.0%
Union County	\$ 48,745,636	\$ 46,556,839	\$ (2,188,797)	-4.5%
Wake County	\$ 183,258,262	\$ 162,189,000	\$ (21,069,262)	-11.5%

# EDUCATION: Guilford County Schools

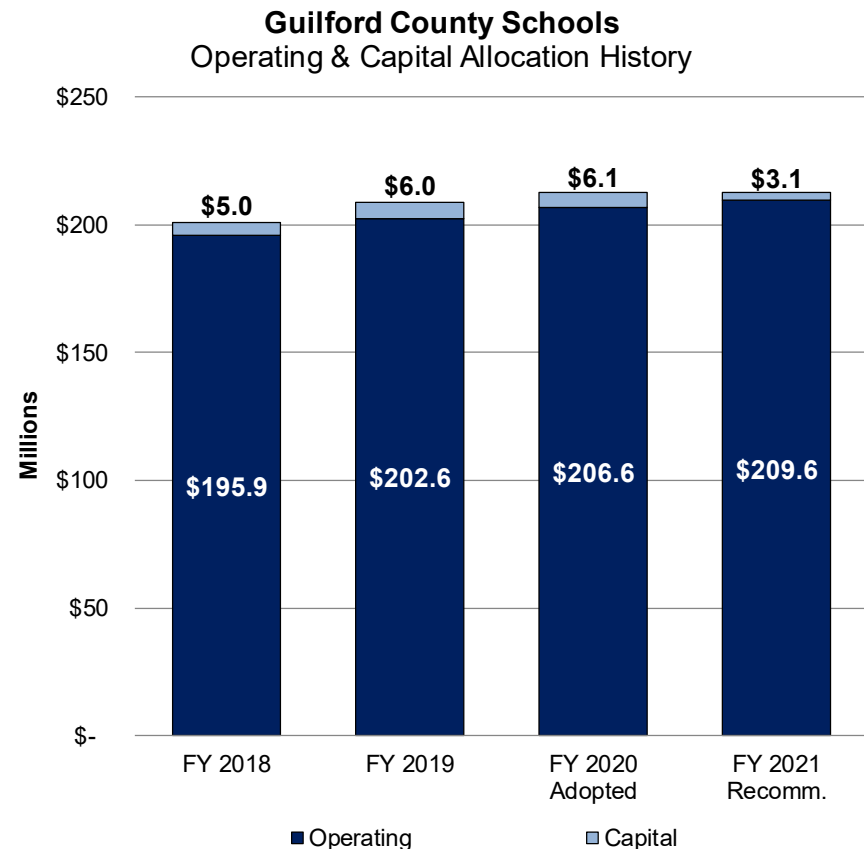


## In the budget:

- \$209.6 million operating, an increase of \$3 million from FY 2019-20
- \$3.1 million for capital maintenance and repair, a decrease of \$3 million
- Estimated per pupil funding increases from \$2,554 to \$2,611 (based on NC DPI ADM estimate for FY 2020-21)

## COVID Impact:

- No net increase in overall GCS allocation
- GCS requested an additional \$7.5 million for operating and \$13.9 million for capital



# EDUCATION: Guilford County Schools



## Per Student Operating Funding – Big 10 Counties

2016-17	2017-18	2018-19	2019-20	2020-21
Durham	Durham	Durham	Durham	Durham
New Hanover	New Hanover	Mecklenburg	Mecklenburg	Mecklenburg
Mecklenburg	Mecklenburg	New Hanover	Wake	Wake
Guilford	Guilford	Wake	New Hanover	New Hanover
Wake	Wake	Guilford	Buncombe	Buncombe
Buncombe	Buncombe	Buncombe	Guilford	Guilford
Union	Union	Union	Union	Union
Forsyth	Forsyth	Forsyth	Forsyth	Forsyth
Cumberland	Cumberland	Cumberland	Cumberland	Cumberland
Gaston	Gaston	Gaston	Gaston	Gaston

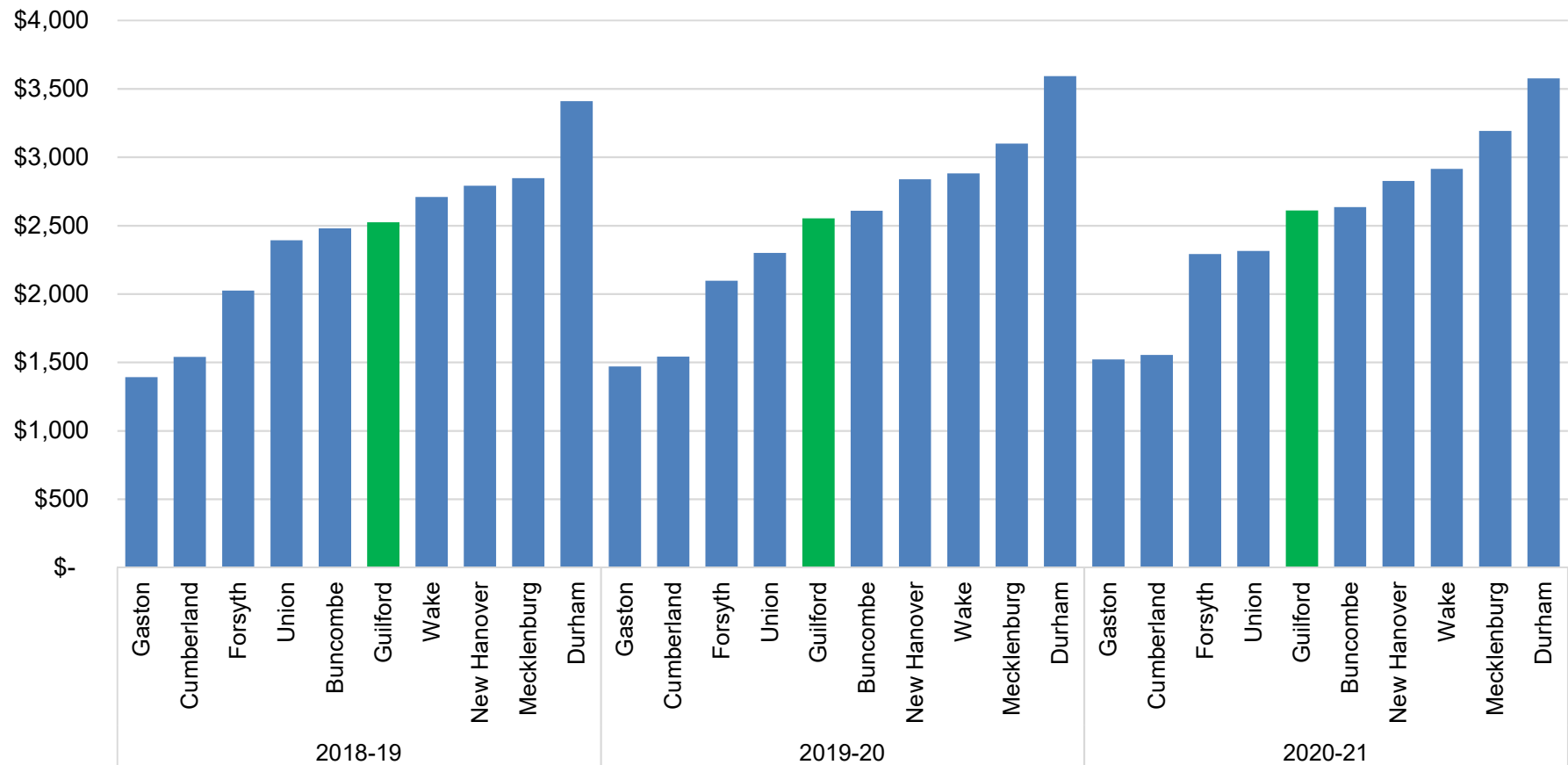
*County operating funding per student includes all county charter students as well as “regular” county school students. Funding is distributed monthly by the school system to charter schools based on the per-student funding amount and enrollment. Calculation is based on NC DPI ADM estimates.*



# EDUCATION: Guilford County Schools



Operating Funding per Student

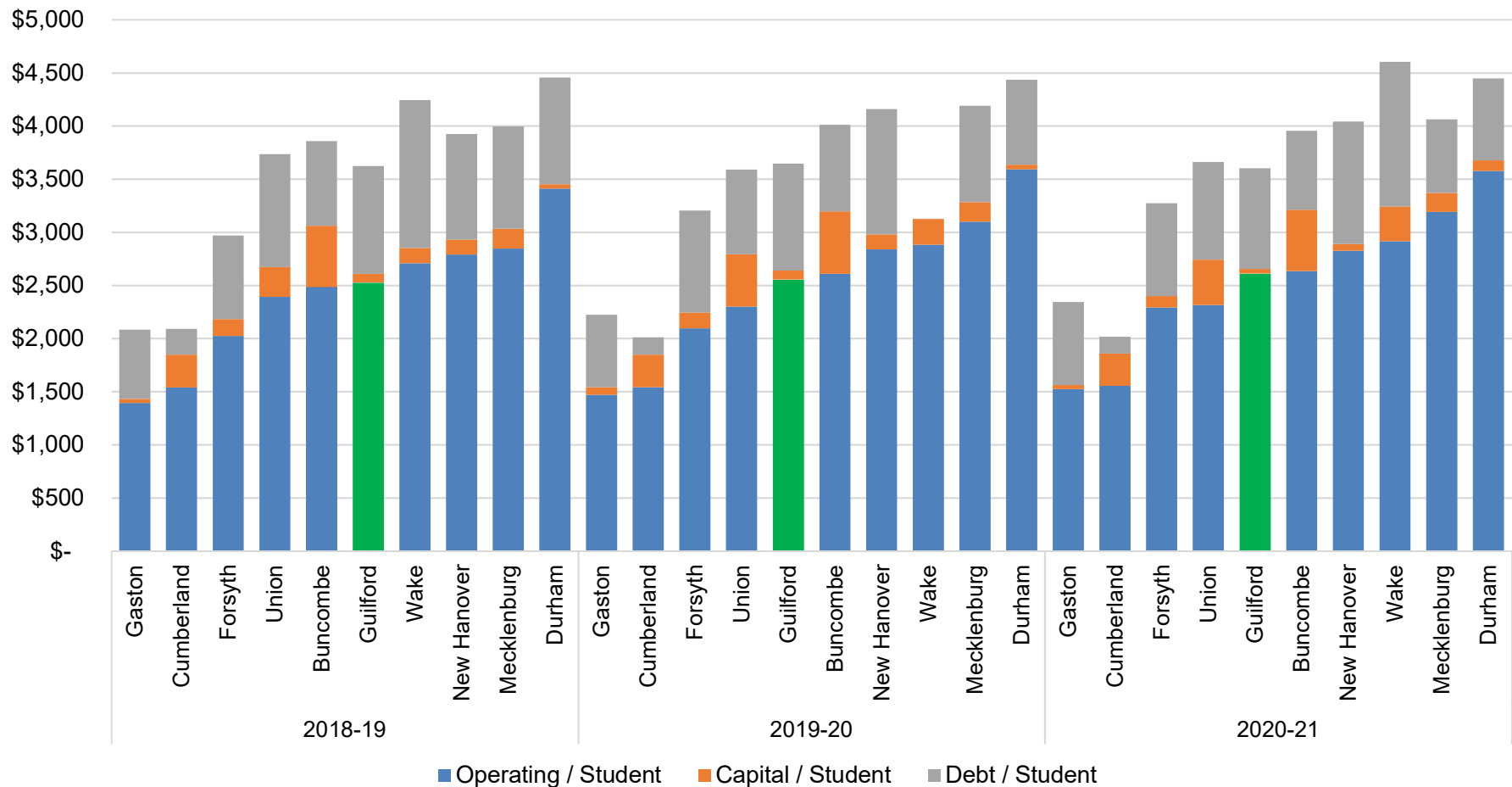


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# EDUCATION: Guilford County Schools

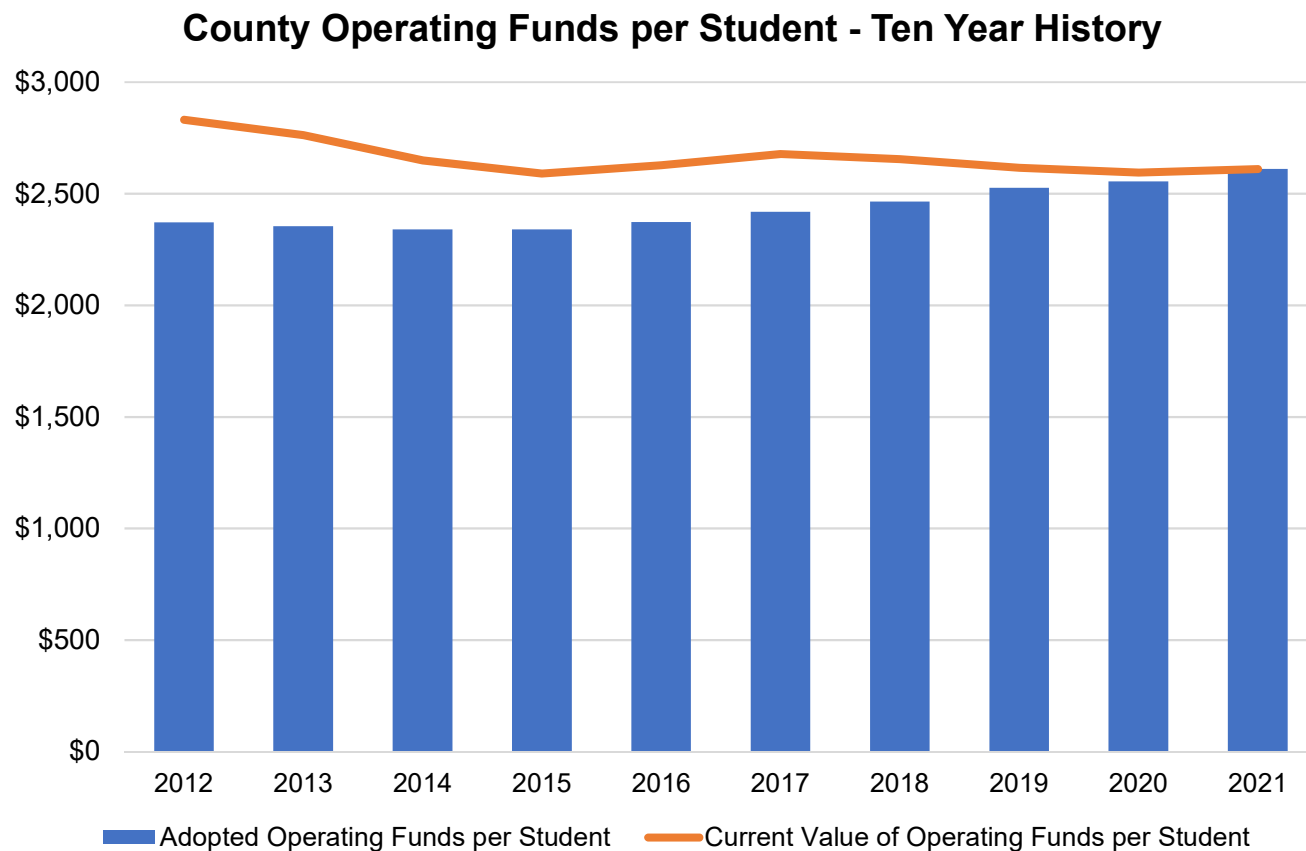


Funding per County School Student by Type



County operating funding per student includes all county charter students as well as “regular” county school students. Funding is distributed monthly by the school system to charter schools based on the per-student funding amount and enrollment. Calculation is based on NC DPI ADM estimates.

# EDUCATION: Guilford County Schools



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# EDUCATION: Guilford County Schools



## FY 2020 Operating Funding vs. Real Property Valuation – Big 10 Counties

County	Operating \$ / \$100 Valuation	State Rank
Guilford	\$ 0.39	4
Union	\$ 0.38	5
Cumberland	\$ 0.34	9
Wake	\$ 0.34	9
Forsyth	\$ 0.34	9
Durham	\$ 0.33	13
Mecklenburg	\$ 0.28	23
Gaston	\$ 0.27	25
New Hanover	\$ 0.23	44
Buncombe	\$ 0.21	52

*County operating funding per student includes all county charter students as well as “regular” county school students. Funding is distributed monthly by the school system to charter schools based on the per-student funding amount and enrollment. Calculation is based on NC DPI ADM estimates.*

# EDUCATION: Guilford County Schools



County	2019-20 \$ per Pupil	Equivalent in Guilford	vs 2019-20 Adopted	2020-21 \$ per Pupil	Equivalent in Guilford	vs 2020-21 Recomm
Durham	3,599	291,145,137	84,534,739	3,577	287,206,570	77,596,172
Mecklenburg	3,099	250,643,283	44,032,885	3,192	256,296,268	46,685,870
Wake	2,931	237,079,305	30,468,907	2,915	234,021,868	24,411,470
New Hanover	2,822	228,292,661	21,682,263	2,826	226,914,345	17,303,947
Buncombe	2,609	211,039,602	4,429,204	2,635	211,597,964	1,987,566
Guilford	2,554	206,610,398	-	2,611	209,610,398	-
Union	2,297	185,774,042	(20,836,356)	2,315	185,874,585	(23,735,813)
Forsyth	2,160	174,681,982	(31,928,416)	2,293	184,094,597	(25,515,801)
Cumberland	1,550	125,355,792	(81,254,606)	1,555	124,837,185	(84,773,213)
Gaston	1,529	123,653,922	(82,956,476)	1,522	122,207,199	(87,403,199)

**\*\* Equivalent in Guilford = Operating \$ per Pupil x Guilford Schools & Charter ADM; calculation is based on NC DPI ADM Allotments**

*County operating funding per student includes all county charter students as well as “regular” county school students. Funding is distributed monthly by the school system to charter schools based on the per-student funding amount and enrollment. Calculation is based on NC DPI ADM estimates.*

# EDUCATION: Guilford County Schools



## Public School Forum 2020 School Finance Study Rankings-at-a-Glance\*

County	Property Value Rank (Adjusted Property Tax Base per ADM)	Actual Effort Rank (Total Current Spending per ADM)	Actual Effort Rank II (Total Current Spending per ADM with Low Wealth & Small County Funding)	Ability to Pay Rank (Revenue per ADM)	Relative Effort Rank (Current Spending as Percentage of Revenue per Student)
New Hanover	14 (+1)	8 (--)	17 (--)	9 (+1)	85 (-4)
Buncombe	15 (+2)	9 (+2)	18 (+5)	10 (+3)	84 (-1)
Durham	25 (+3)	3 (--)	6 (+1)	15 (+1)	58 (-2)
Wake	32 (--)	13 (+1)	25 (+2)	17 (--)	78 (-3)
Mecklenburg	33 (--)	11 (-1)	23 (-1)	14 (--)	83 (-4)
Guilford	48 (--)	12 (+1)	24 (+2)	30 (-2)	19 (+1)
Forsyth	50 (+3)	19 (+2)	39 (-7)	31 (-2)	40 (-9)
Union	60 (+7)	23 (-4)	49 (-8)	41 (+3)	25 (-8)
Gaston	82 (--)	59 (+5)	89 (+1)	66 (--)	29 (+2)
Cumberland	92 (-2)	51 (-2)	64 (+6)	72 (-5)	12 (--)

\*Financial and property value data is from the 2017-18 school year.  
Parentheses reflect change from 2019 report.

# EDUCATION: Guilford County Schools



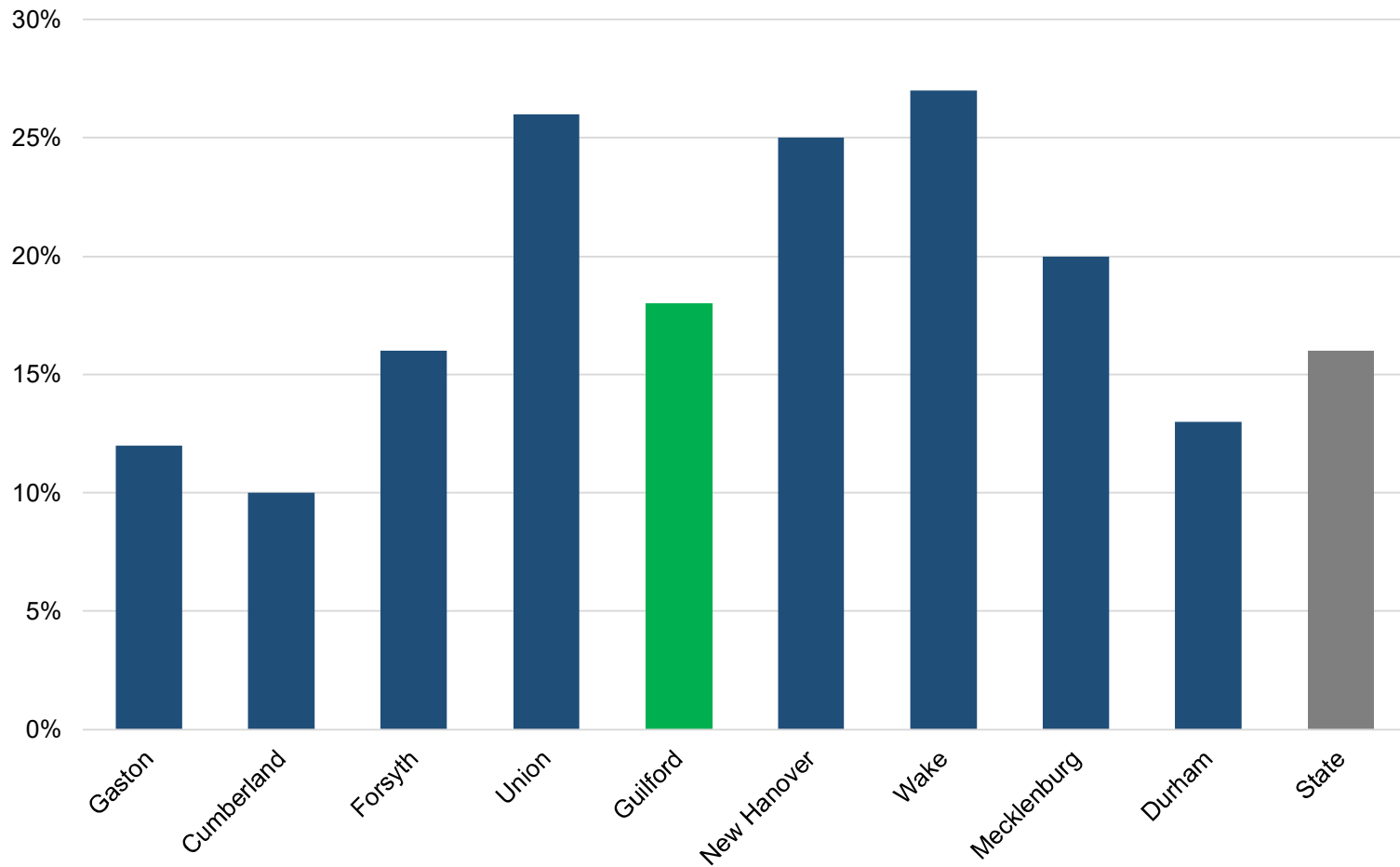
## **Public School Forum 2020 School Finance Study** (on data from the 2017-18 school year)

<http://www.ncforum.org/download/30663/>

# EDUCATION: Guilford County Schools



**Statewide ACT Results - Met English, Math, Reading & Science Benchmarks**

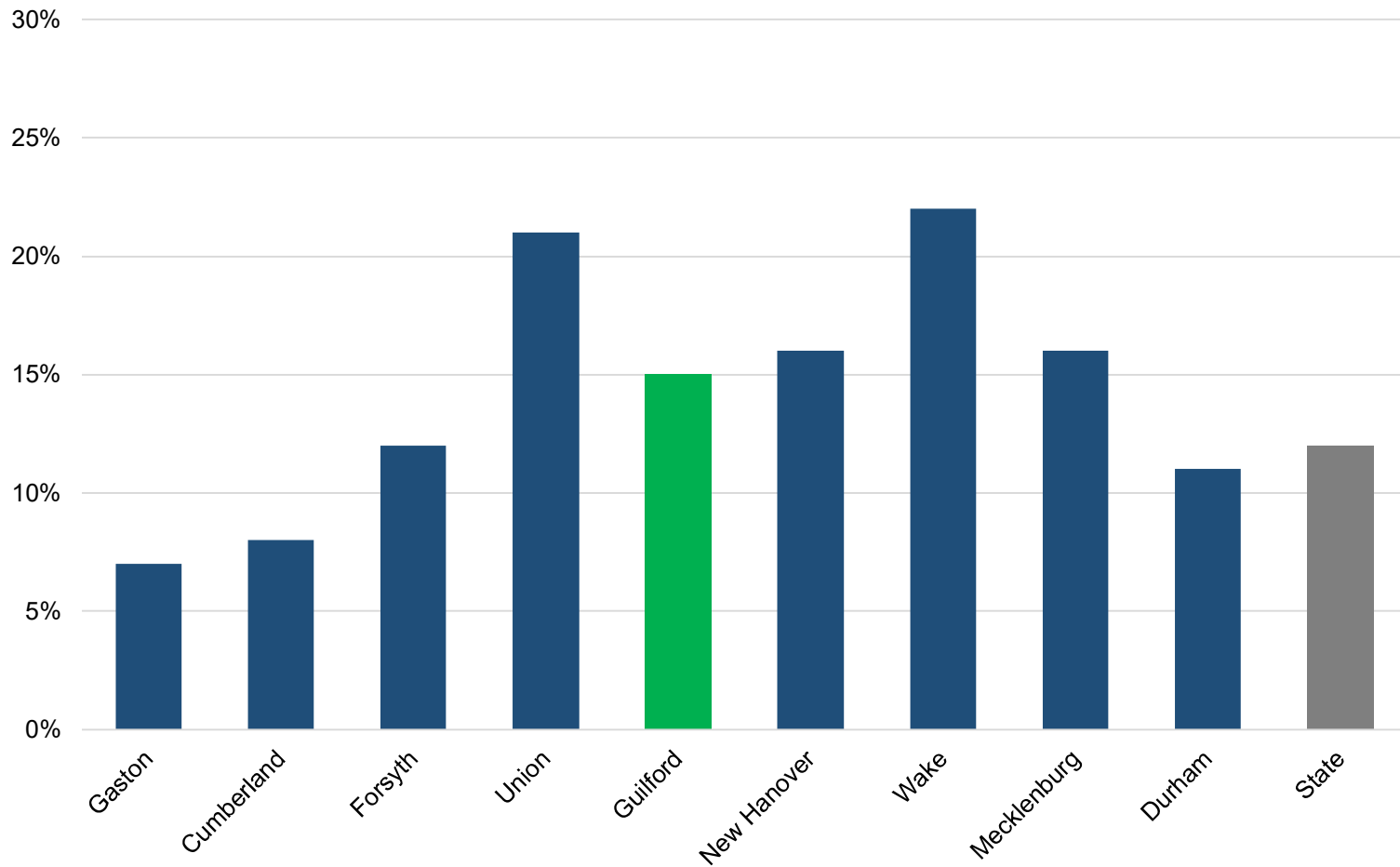




# EDUCATION: Guilford County Schools



**Statewide ACT Results - Met English, Math, Reading, Science & Writing Benchmarks**



# EDUCATION: Guilford Technical Comm. College

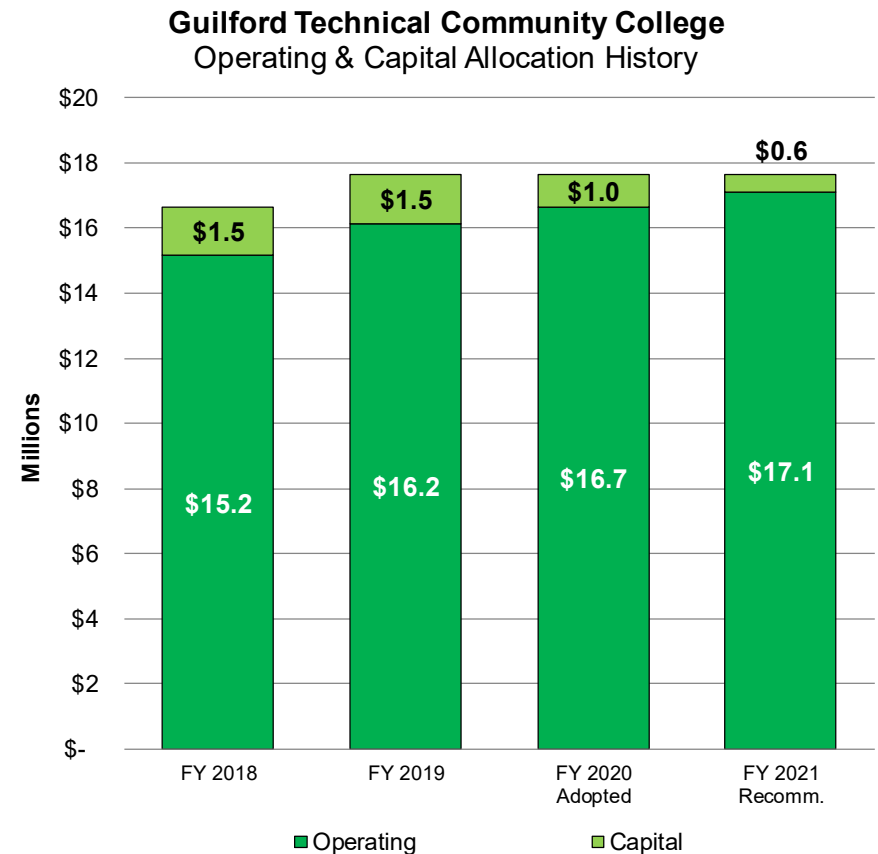


## In the budget:

- \$17.1 million operating, an increase of \$450,000 from FY 2019-20
- \$550,000 for capital maintenance and repair, a decrease of \$450,000

## COVID Impact:

- No net increase in overall GTCC allocation
- GTCC requested an additional \$1.03 million for operating and \$1.2 million for capital



# EDUCATION: Guilford Technical Comm. College



## **FY 2020-21 Budget Request**

**FY 2019-20 Operating & Capital Budget**

**\$ 17,650,000**

### **FY 2020-21 Additional Operating Needs**

Utility increases due to rate increases and additional needs	298,642
Voluntary retirement matching funds unfunded for 2019-20	250,000
Estimated cost of living adjustment for 2020-21	220,024
Custodial Services & Campus Police supplies	75,410
Partial funding for two new senior administrative positions	54,838
One-time equipment request: replace dump truck for physical plant	50,000
Projected retirement rate increase	36,893
Projected medical rate increase	26,449
Scheduled rent increases	<u>12,744</u>

**Total FY 2020-21 Operating Increase Requested**

**\$ 1,025,000**

**Annual Capital Projects Changes**

**\$ 2,180,000**

**Total FY 2020-21 Budget Request**

**\$ 19,855,000**

# EDUCATION: Guilford Technical Comm. College



## **FY 2020-21 Budget Request – Planned Capital Projects**

### **FY 2020-21 Proposed Annual Capital Projects**

Medlin Campus Center Renovations	650,000
Replace roof at Aviation I	225,000
Replace boiler and chillers in Service Careers & Williams Hall	675,000
Phase II roof work at Center for Advanced Manufacturing (CADM)	450,000
Replace boilers in Public Safety & Science Hall	<u>180,000</u>

**Total 2020-21 Proposed Annual Capital Projects** **\$ 2,180,000**

# FIRE DISTRICTS: Overview



Source of Funds	FY2020 Adopted	FY2021 Pre-COVID	FY2021 Recomm*	vs. FY20 Adopted	
Property Tax	\$ 16,254,828	\$ 16,575,393	\$ 16,238,139	\$ (16,689)	0%
Sales Tax	\$ 3,634,130	\$ 3,815,816	\$ 2,907,285	\$ (726,845)	-20%
	<b>\$ 19,888,958</b>	<b>\$ 20,391,209</b>	<b>\$ 19,145,424</b>	<b>\$ (743,534)</b>	<b>-3.7%</b>
Fund Balance	\$ 870,360	\$ 1,316,180	\$ 774,258	\$ (96,102)	-11.0%
<b>Total</b>	<b>\$ 20,759,318</b>	<b>\$ 21,707,389</b>	<b>\$ 19,919,682</b>	<b>\$ (839,636)</b>	<b>-4.0%</b>

*Four districts requested property tax increases but none were recommended.*

*\*Gibsonville Fire Protection District real property values corrected resulting in a \$10,044 increase.*

# FIRE DISTRICTS: Revenues by District



District	FY 2020 Adopted	FY 2021 Pre-COVID	Property Tax*	Sales Tax	Fund Balance	FY 2021 Recomm.*	vs. FY20 Adopted	
Alamance	\$ 1,490,527	\$ 1,547,388	\$ 1,173,562	\$ 212,811	\$ 40,035	\$ 1,426,408	\$ (64,119)	-4%
Climax	\$ 189,069	\$ 184,592	\$ 139,739	\$ 25,297	\$ 1,557	\$ 166,593	\$ (22,476)	-12%
Colfax	\$ 929,208	\$ 969,805	\$ 719,854	\$ 129,663	\$ 38,529	\$ 888,046	\$ (41,162)	-4%
Deep River	\$ 245,826	\$ 285,613	\$ 187,135	\$ 34,003	\$ 10,349	\$ 231,487	\$ (14,339)	-6%
Fire District 13	\$ 1,494,977	\$ 1,630,641	\$ 1,217,996	\$ 213,216	\$ 61,128	\$ 1,492,340	\$ (2,637)	0%
Fire District 14	\$ 269,284	\$ 278,727	\$ 198,777	\$ 36,436	\$ 9,569	\$ 244,782	\$ (24,502)	-9%
Fire District 28	\$ 272,187	\$ 285,454	\$ 213,418	\$ 37,768	\$ 11,573	\$ 262,759	\$ (9,428)	-3%
Gibsonville	\$ 15,370	\$ 5,478	\$ 11,701	\$ 2,066	\$ 645	\$ 14,412	\$ (958)	-6%
Guilford College	\$ 720,297	\$ 759,388	\$ 499,432	\$ 98,901	\$ 52,794	\$ 651,127	\$ (69,170)	-10%
Guil-Rand	\$ 229,543	\$ 247,349	\$ 180,449	\$ 32,691	\$ 6,499	\$ 219,639	\$ (9,904)	-4%
Hornetown	\$ 48,069	\$ 48,830	\$ 37,432	\$ 6,842	\$ 1,500	\$ 45,774	\$ (2,295)	-5%
Julian	\$ 109,038	\$ 109,392	\$ 81,416	\$ 15,487	\$ 1,456	\$ 98,359	\$ (10,679)	-10%
Kimesville	\$ 131,452	\$ 127,342	\$ 99,457	\$ 17,833	\$ 3,321	\$ 120,611	\$ (10,841)	-8%
McLeansville	\$ 1,402,935	\$ 1,421,354	\$ 1,054,163	\$ 191,427	\$ 46,468	\$ 1,292,058	\$ (110,877)	-8%
Mount Hope	\$ 764,145	\$ 804,158	\$ 616,981	\$ 108,550	\$ 34,288	\$ 759,819	\$ (4,326)	-1%
Northeast	\$ 1,530,178	\$ 1,608,175	\$ 1,204,295	\$ 215,817	\$ 58,495	\$ 1,478,607	\$ (51,571)	-3%
Oak Ridge	\$ 1,811,956	\$ 1,936,845	\$ 1,470,380	\$ 257,853	\$ 70,194	\$ 1,798,427	\$ (13,529)	-1%
Pinecroft-Sedgefield	\$ 2,524,873	\$ 2,606,176	\$ 1,959,794	\$ 354,672	\$ 72,705	\$ 2,387,171	\$ (137,702)	-5%
Pleasant Garden	\$ 846,829	\$ 897,543	\$ 663,583	\$ 118,464	\$ 34,109	\$ 816,156	\$ (30,673)	-4%
PTIA FPSD	\$ 311,088	\$ 317,419	\$ 201,569	\$ 40,545	\$ 26,118	\$ 268,232	\$ (42,856)	-14%
Southeast	\$ 265,885	\$ 275,152	\$ 206,654	\$ 36,772	\$ 9,429	\$ 252,855	\$ (13,030)	-5%
Stokesdale	\$ 946,383	\$ 990,557	\$ 749,510	\$ 130,544	\$ 30,860	\$ 910,914	\$ (35,469)	-4%
Summerfield	\$ 3,331,350	\$ 3,439,288	\$ 2,619,413	\$ 467,443	\$ 112,543	\$ 3,199,399	\$ (131,951)	-4%
Whitsett	\$ 878,832	\$ 930,723	\$ 731,429	\$ 122,184	\$ 40,094	\$ 893,707	\$ 14,875	2%
<b>Total</b>	<b>\$ 20,759,301</b>	<b>\$ 21,707,389</b>	<b>\$16,238,139</b>	<b>\$ 2,907,285</b>	<b>\$ 774,258</b>	<b>\$ 19,919,682</b>	<b>\$ (839,619)</b>	<b>-4%</b>

# FIRE DISTRICTS: Tax Rate Increase Requests

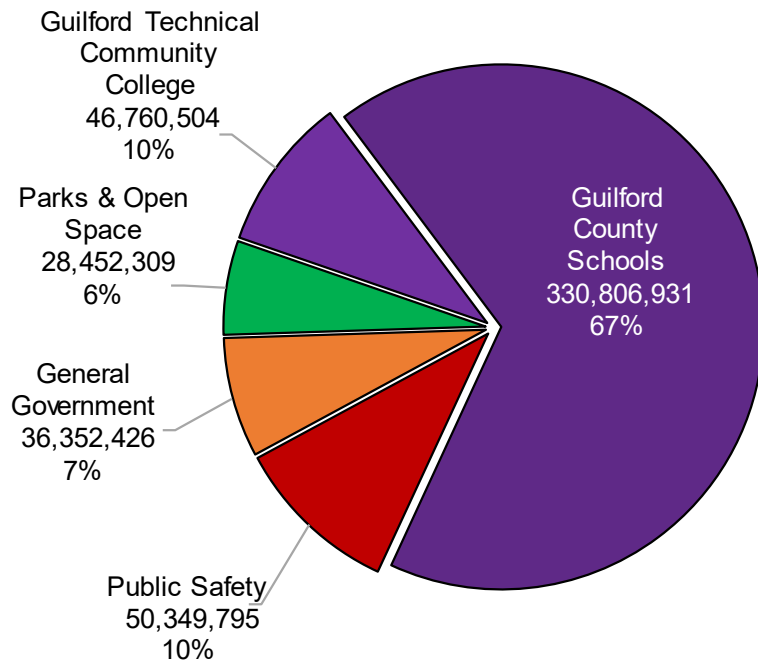


District	Current Tax Rate	Requested Tax Rate	Additional Revenue	Last Rate Increase	Reasons for Increase
Alamance	11.79	13.50	\$ 148,651	FY 2019	Upgrade IT communications systems Station vehicle exhaust ventilation Vehicle replacement Salary increases to align with county and market to attract qualified candidates
McLeansville	13.72	14.58	\$ 62,179	FY 2015*	Add Training Officer position Upgrade to dry hydrant system Salary increases to align with county and market to attract qualified candidates
Pinecroft-Sedgefield	12.00	14.50	\$ 337,895	FY 2017*	Salary increases to align with county and market to attract qualified candidates
Pleasant Garden	11.07	14.00	\$ 138,878	FY 2015*	3 additional firefighters to address reduction in volunteers - average response is should be 12-18 firefighters but is usually only 6-8. Salary increases to align with county and market to attract qualified candidates

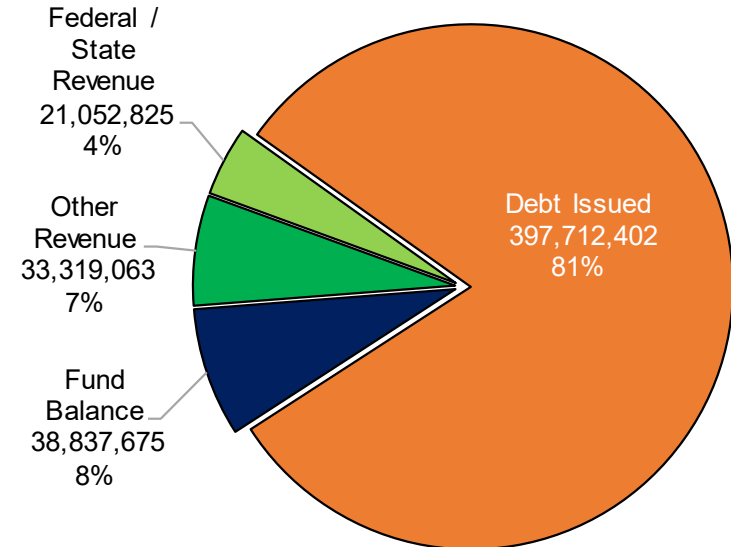
# CAPITAL INVESTMENT PLAN



## Current Projects by Service Area



## Current Revenues by Type

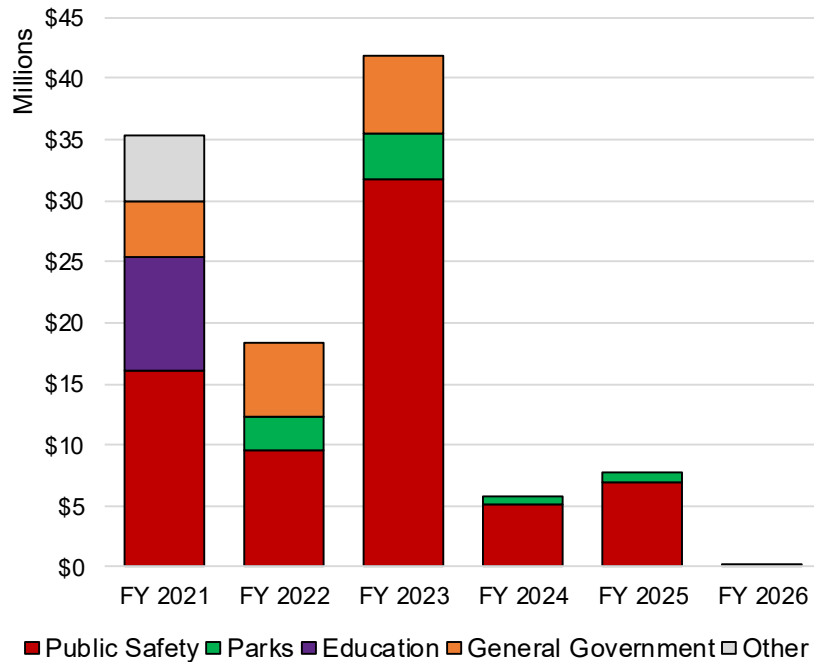




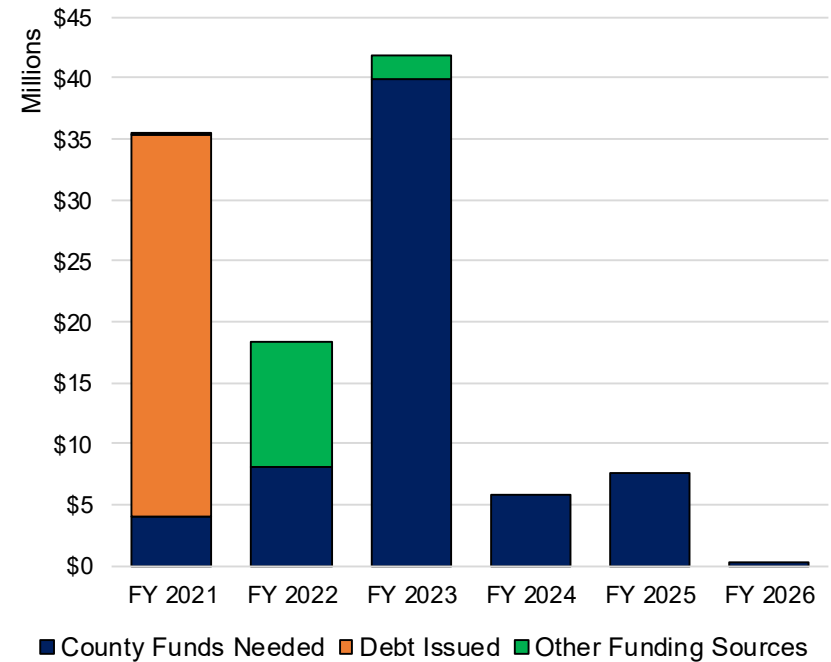
# CAPITAL INVESTMENT PLAN



## Planned Projects by Service Area



## Sources of Funds



## Sources of Funds

Source	FY 2021 (Budget Year)	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026 - 2030	All Years Total
County Funds Needed	4,002,688	8,150,000	39,900,000	5,790,000	7,600,000	10,009,615	75,452,303
Debt Issued	31,362,075	-	-	-	-	14,401,671	45,763,746
Other Funding Sources	13,000	10,250,000	2,000,000	-	-	7,449,214	19,712,214
<b>Total</b>	<b>35,377,763</b>	<b>18,400,000</b>	<b>41,900,000</b>	<b>5,790,000</b>	<b>7,600,000</b>	<b>31,860,500</b>	<b>140,928,263</b>

# CAPITAL INVESTMENT PLAN



## Priority Capital Projects

Project	Total Cost Estimate	Appropriated Funding	Needed Funding	Future Phases
Animal Shelter Replacement	\$15,350,717	\$15,350,717	-	-
Emergency Services				
Phase I - Maintenance & Logistics	\$14,416,463	\$14,416,463	-	-
Phases II & III - Administration & EOC	\$15,700,000	-	-	\$15,700,000
Old Courthouse Renovation	\$3,500,000	\$3,500,000	-	-
Law Enforcement Administration Facility	\$12,560,000	\$1,736,000	\$10,824,000	-
Mental Health Replacement Facility	\$20,800,000	\$20,800,000	-	-
Probation / Parole & Juvenile Justice Bldg	\$7,000,000	\$1,800,000	\$5,200,000	-
Guilford County Schools Security	\$10,000,000	\$600,000	\$9,400,000	-
General Project Cost Contingency	\$4,821,800	-	-	-
<b>Total Funding</b>	<b>\$104,148,980</b>	<b>\$58,203,180</b>	<b>\$25,424,000</b>	<b>\$15,700,000</b>

# CAPITAL INVESTMENT PLAN



## **Guilford County FY 2021-2030 Capital Investment Plan Update**

<https://www.guilfordcountync.gov/home/showdocument?id=10593>

# ECONOMIC DEVELOPMENT: EDO Funding



Economic Development Organization Funding			
Organizations	FY 2020 Adopted	FY 2021 Requested	FY 2021 Recommended
African-American Atelier	\$50,000	\$50,000	\$50,000
Friends of John Coltrane	\$20,000	\$40,000	\$20,000
High Point Arts Council	\$50,000	\$55,000	\$50,000
United Arts Council GSO	\$55,000	\$55,000	\$55,000
NC Folk & Heritage Festivals	\$25,000	\$40,000	\$25,000
Downtown Greensboro	\$40,000	\$40,000	\$40,000
East Market Street NOW	\$35,000	\$35,000	\$35,000
Forward High Point Foundation	\$0	\$50,000	\$40,000
Greensboro Chamber of Commerce <sup>1</sup>	\$100,000	\$100,000	\$100,000
Greensboro Community Development Fund	\$0	\$0	\$0
Guilford County Tourism Development Authority <sup>2</sup>	\$40,000	\$40,000	\$40,000
High Point Econ Dev (HPEDA)	\$100,000	\$100,000	\$100,000
High Point Market Authority	\$125,000	\$200,000	\$125,000
Junior Achievement of the Triad	\$0	\$50,000	\$0
League of International Track	\$0	\$24,500	\$0
Out of the Garden Project	\$0	\$0	\$0
Piedmont Business Capital	\$0	\$0	\$0
Piedmont Triad Film Commission	\$25,000	\$30,000	\$25,000
Renaissance Community Cooperative	\$0	\$0	\$0
Senior Resources of Guilford <sup>4</sup>	\$0	\$50,000	(in DSS Budget)
Southwest Renewal Foundation of High Point, Inc.	\$25,000	\$50,000	\$25,000
Triad Local First	\$0	\$60,000	\$0
Welfare Reform Liaison Project, Inc.	\$25,000	\$25,000	\$25,000
Guilford County Economic Development Alliance <sup>3</sup>	\$100,000	\$100,000	\$100,000
<b>TOTAL</b>	<b>\$815,000</b>	<b>\$1,194,500</b>	<b>\$855,000</b>

FY21 also incorporates an additional \$150,000 of payments to the Greensboro Housing Authority (no change from FY20).

# ECONOMIC DEVELOPMENT: Incentive Grants



## ACTIVE ECONOMIC DEVELOPMENT INCENTIVES

AS OF 02-MAR-20

Project	Approved Incentive	All Years Actual [1]	FY2020 Adopted	FY2021 Budget Requested	Future Years
Amada North America , Inc.	\$990,000	\$-	\$-	\$-	\$990,000
Baltek	\$89,500	\$80,500			\$-
Ecolab	\$168,750	\$100,000	\$50,000	\$18,750	\$-
Publix	\$17,532,000	\$-	\$-	\$-	\$17,532,000
Qorvo	\$333,750	\$133,500	\$66,750	\$-	\$133,500
Ralph Lauren Corporation	\$1,238,400	\$1,228,815	\$-	\$-	\$-
Springfield Service Corporation	\$37,500	\$37,500	\$-	\$-	\$-
Stanley Furniture	\$76,000	\$76,000	\$-	\$-	\$-
Syngenta Crop Protection, LLC (Approved Jan. 16, 2020) Agreement Pending	\$1,907,734	\$-	\$-	\$335,152	\$1,572,582
The Fresh Market, Inc. (Approved Nov. 21, 2019) Agreement Pending	\$106,000	\$-	\$-	\$20,000	\$86,000
HAECO Education (Approved 06-Aug-15) Agreement Pending	\$147,000	\$58,800	\$29,400	\$29,400	\$29,400
HAECO (Approved 04-Apr-13 as TIMCO) Agreement Pending	\$400,000	\$400,000	\$-	\$-	\$-
<b>Total</b>	<b>\$23,026,634</b>	<b>\$2,115,115</b>	<b>\$146,150</b>	<b>\$403,302</b>	<b>\$20,343,482</b>

1) Includes paid and encumbered.

# RECOMMENDED NEW POSITIONS

**Eight new positions are recommended based on Board priorities:**



- **Information Services:** 1 IT Security Manager (\$97,500)



- **Public Health:** 1 Infant Mortality Coordinator (\$56,000, starting in September 2020)



- **Mental Health:**

- 1 Mental Health Center Director (\$114,200, starting in mid-September 2020)
- 5 Deputy Sheriffs (\$114,000 starting in February 2021)

# ABC BOTTLE TAX ALLOCATION



## **FY 2019-20 Adopted Allocation**

- **\$165,500** Alcohol & Drug Services
- **\$100,000** Substance Abuse Study (UNC-G – in progress)

## **FY 2020-21 Recommended Allocation**

- **\$165,500** Alcohol & Drug Services
- **\$100,000** GC STOP Program (\$50k revenue, 50k fund balance)

# BUDGET ORDINANCE CHANGES

## **Expansion of Manager Transfer Authority in Emergencies**

Continue expanded authorization for the manager to make transfers of any amount from one appropriation to another within the same fund *during a locally or nationally declared state of emergency* (originally approved at April 28 work session).

## **Combine Board of Commissioners & Clerk to Board**

Combine the appropriations for the Commissioners and Clerk to one budget. Currently there are two separate budgets for these functions.

## **Rename Court Alternatives to Juvenile Detention**

The “Court Alternatives” name no longer reflects the primary function of the department, which is juvenile detention.

## **County Special Facility Maintenance Capital Project**

Appropriate special facility maintenance funding via capital project so it is maintained past the fiscal year in case projects take longer than expected to go through the design and bid process.



# STAFF BUDGET CHANGES

<b>GENERAL FUND</b>	<b>Expense</b>	<b>Revenue</b>	<b>Co \$ Impact</b>
<b>Public Health</b>			
Clinical Health			
Adjust equipment budget for updated price of AccuVax equipment	5,400		5,400
Increase MedMax fund balance approp.		5,400	
PH Preparedness			
Addit'l Local Reponse COVID-19 funds	245,884	245,884	-
	251,284	251,284	-
<b>Emergency Services</b>			
Receive donation for COVID-19 responder support	1,000	1,000	-
<b>Economic Development</b>			
Reduce Allocation to GC EDA	(50,000)		(50,000)
<b>Contingency/CARES Funds for COVID Response</b>	735,000	735,000	-
<b>Reduce Appropriated Fund Balance</b>		(50,000)	(50,000)
<b>Staff Changes Total</b>	<b>937,284</b>	<b>937,284</b>	<b>-</b>

# STAFF BUDGET CHANGES

## ROOM OCCUPANCY & TOURISM DEVELOPMENT

	Expense	Revenue	Co \$ Impact
<b>Occupancy Tax</b>			
Adjust budgeted revenues due to COVID Impact and submitted Authority budget	(1,500,000)	(1,500,000)	-
<b>Staff Changes Total</b>	<b>(1,500,000)</b>	<b>(1,500,000)</b>	<b>-</b>

## FIRE DISTRICTS

<b>Manager's Recommended Budget</b>	19,909,638	19,909,638	
<b>Gibsonville Fire Protection District</b>			
Increase Property Tax Revenue		10,044	(10,044)
Increase Appropriation to District	10,044		10,044
	10,044	10,044	-
<b>Staff Changes Total</b>	<b>10,044</b>	<b>10,044</b>	<b>-</b>

## **DEPARTMENT DIRECTOR COMMENTS**